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1982-Third Quarter

HAMILTON WENTWORTH - DEPT.
OF ECONOMIC DEVELOPMENT
ACTIVITY REPORT - 3rd QUARTER
1982



THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

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FEB 1 1983

November 10, 1982

Refer to File No.

Attention of

Your File No.

MEMORANDUM NO. 315

TO: The Chairman and Members
Economic Development Committee

RE: 1982 Activity Report - Third Quarter Summary

REPORT CONSISTS OF:

A. BUSINESS DEVELOPMENT.

1. NEW INQUIRIES FOR PLANT RELOCATION - DOWN 70.44%
2. FIRMS PLACED AT NEW ADDRESSES - DOWN 67.30%
3. COMPANY INQUIRIES STILL OUTSTANDING
4. COMPANY INQUIRIES WITHDRAWN
5. COMPANIES LOST
6. SUMMARY
7. BUILDING PERMIT SUMMARY

B. VISITOR AND CONVENTION SERVICES.

C. WENTWORTH HERITAGE VILLIAGE.

Respectfully submitted,

John D. Morand
Director - Economic Development

JDM:jk

(A) BUSINESS DEVELOPMENT REPORT

Introduction

While interest rates seem to be declining and the Canadian dollar stabilizing, it would appear that the economy is still locked into a little or no growth pattern. Unemployment continues to rise, both nationally and locally. Yet there are signs that the recovery may not be far off.

Trade Fairs

Department staff attended two trade fairs in recent weeks. The theme of the Department's booth was "Joint Ventures and Licensing". Many businessmen were intrigued by the ideas generated and some solid leads were developed. The advantage of joint ventures or licenses is that opportunities may be consummated in a matter of months as opposed to plant locations which often take years to develop. The foreign investor may look upon an agreement as a first step to locating in Canada.

In early October the Department was involved in the Hamilton Industrial Exhibition in the Convention Centre. Six hundred visitors stopped by the display and of these, ten serious opportunities were identified. Letters and follow-up phone calls are being made to ensure that every possible opportunity is explored.

Later in the month the Federal Business Development Bank, in cooperation with the Hamilton and District Chamber of Commerce, held their annual Trade Fair. While attendance at this event was not strong, the Department made some valuable contacts which may provide the Region with renewed business activity in the future.

A Real Estate Seminar was conducted by the Department with invitees coming from the Real Estate and Development sectors. Mrs. Jones welcomed the delegates, and department heads from Economic Development, Engineering Services, Planning and Development and the Hamilton Harbour Commission outlined new developments and prospects for the Region of Hamilton-Wentworth.

Industrial Parks

The cleaning and upgrading of the Hamilton Mountain and Stone Church Industrial Parks is on-going. Much of the garbage and rubble has been removed and the terrain has been graded to provide a much more pleasing appearance in the parks, making them considerably more saleable. The cost of the improvements will amount to \$16,600.00

The servicing of the Ancaster Industrial Park is proceeding on schedule. Servicing is nearing completion and road construction and landscaping will be starting in the near future.

The footings at the Mountain and Stone Church Industrial Parks are in place to receive the signs identifying the Parks. The Ministry of Transportation and Communications supplied the material for the signs which were painted by the City of Hamilton Works Department and installed by Engineering Services. The cost for four signs will be approximately \$20,000.00.

Publications

Two publications from the Economic Development Department have recently been completed; the Hamilton-Wentworth Business Directory, 1982-83 and the Steel Report. The Directory has been restructured so that each municipality has separate listings of manufacturing and other firms in that Municipality by name only, followed by a services and commercial directory which lists the name of the company, its address, chief contact officer, the date it was established, the number of employees and business or product. The manufacturing directory lists all of the above information, as well as the S.I.C. code which was not listed in the 1980 Directory, and a new section has been added to the Directory which is the "Manufacturing Directory by S.I.C.". The Directory sells for \$15.00 per copy.

The Steel Report is an exhaustive study of the Steel Industry in Canada and Hamilton-Wentworth detailing the present structure of the industry and outlining prospects for the future. The report was compiled by this Department with input from Stelco, Dofasco and other specialized steel firms. The Report is available for sale for \$20.00. The same was advertised in The Spectator.

The Department's newsletter, "Skyline" continues to improve in quality. Favourable comments have been received from many sources. The format of the letter is to concentrate on a particular theme each quarter. In that way a wide variety of topics are covered with wider scope.



Advertising

To date, 354 advertising inquiries have been received and responded to in 1982, an increase of more than 50% over the same period last year. Advertising in national and international business and trade magazines is a long range program and positive results can take years to develop. Leads from the same period last year amounted to 235 responses.

Professional Development

On an on-going basis, staff members in the business development section of the Department are up-dating their qualifications. In September two staff members took part in seminars held under the auspices of the Industrial Developers Association of Canada (I.D.A.C.). While the meeting was educational, it also provided an opportunity to compare services offered to the business community by the various Business Development Departments across the nation. In this regard the Region of Hamilton-Wentworth won three awards proclaiming excellence in each category of the Literature Competition. Presentation was made to promote the 1983 IDAC conference to be held in Hamilton next year. At least 300 delegates and spouses are expected.

One member of the Department attended the latest Ontario Industrial Development Council meeting in Goderich. At each of the quarterly meetings new ideas and solutions to development problems are discussed providing valuable insights into the practice of economic development.

F.I.R.A.

The Foreign Investment Review Agency approved two more applications in Hamilton-Wentworth. M.E.P. Canada Ltd. is a joint venture between a Stoney Creek firm and one from Italy. The off-spring of the two companies is located in Stoney Creek, producing re-bar machines for the concrete and reinforced steel industries.

J.F.B. Steels of England, a long-time importer into Canada, has been granted approval to establish a service centre and manufacturing facility in Hamilton-Wentworth.

Both firms are expected to grow and provide much needed employment in the Region. Other applications were presented to F.I.R.A. by other foreign companies wanting to establish new businesses in the community.



Cooperation With Other Agencies

The Department cooperates daily with other agencies in the Region. Recently the Federal Business Development Bank conducted its Trade Fair. We were able to be of assistance by giving them the business mailing lists which are kept and upgraded by the Department. In this way the F.B.D.B. was able to generate more interest in the fair.

Members of the Department regularly participate in Chamber of Commerce committees. Meetings held in the Hamilton Chamber rooms, in Stoney Creek and in Dundas are attended on a regular basis.

Real estate firms often call upon the Department to provide literature for their prospective clients. We are happy to oblige. Our involvement with the real estate industry is often a two-way street. When we develop a prospect, it is to them that we go for help with the final locational decision.

Development Ideas

One proposal to the Department involved the establishment of an "incubator" building in the Ancaster Industrial Park. The concept would be to provide advance manufacturing space at reasonable rates. New or incoming small businesses could qualify as tenants depending upon the number of new direct employees. As the firms outgrow their facilities, they would be invited to purchase land in adjacent areas of the park. The Department keeps in constant touch with service clubs in the Region to maintain an awareness of events taking place which might not come to our attention otherwise. In this regard, members of the Department regularly attend meetings of Rotary Clubs and Chambers of Commerce. We are also in touch with private individuals and corporate venture capital sources in order that we may assist firms which require capital infusions.

A recommendation has been made that a "Business Advisory Conference" be established. The Conference would promote and encourage the location and development of new businesses in the Region. It would also advise the Economic Development Committee and make recommendations on major developments within the Region. In general, the Conference would have an advisory function to the Committee. Nominations to this Conference are to be made after the elections.

Government

Often the first place a prospect turns to is the Economic Development Department. Staff members keep themselves apprised of Government programmes at both the Federal and Provincial levels. Two firms in the Region have been put in touch with Ministry of Industry and Trade officials for assistance with Small Business Development Corporations (S.B.D.C.'s) in order that they may increase their capitalization. The Department can provide direct access to government offices for prospective firms and at the same time we disseminate information from the senior levels so that firms may be kept up to date with new government incentive programmes and measures of assistance. For example, we are helping a Stoney Creek firm obtain PEMD funds to attend a trade show in the U.S.A.

The Federal Department of Employment and Immigration has developed a new program whereby the unemployed and disadvantaged are hired by employers with the cost being borne by the Government. Under the program, Canada Community Development Project, an application for one additional employee was made. This position shall be for a researcher to upgrade our Business Directory mailing lists. When the project has ended, hopefully this person will be more qualified to enter the work force on a permanent basis.

The Department maintains contact with Canada Manpower in order to advise them of new employment possibilities and they in turn, keep us advised as to job creation programs. A case in point is the Genn Equestrian Farm where employment opportunities may exist for up to 30 people.

General

The construction of new speculative buildings remains a problem, yet there is a reasonable inventory of available small to medium sized properties and facilities in the Region. Firms placed at new addresses are down markedly from the same period last year. Much of the decline can be traced to the opening of Lime Ridge Mall which accounted for 161 new shops or businesses. If those figures were to be adjusted we would show a modest increase in plant locations for the third quarter. The number of leads in the third quarter was down from the same period last year, but the quality of leads continues to be substantive.

A.2

NEW INQUIRIES FOR PLANT RELOCATION (1982 3RD QUARTER): **

	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	74	49	33	97	109	223	104.59
2. Apr. - May - June	72	63	40	65	131	185	41.22
3. July - Aug. - Sept.	63	68	59	141	159	52	-67.30
4. Oct. - Nov. - Dec.	<u>43</u>	<u>32</u>	<u>86</u>	<u>45</u>	<u>90</u>	—	
TOTAL	252	212	218	348	489	460	

* Percentage change with respect to same period of the previous year

** Records are kept with respect to the origination of each lead in order to review the cost effectiveness of our marketing and media programs. These programs are reviewed and updated semi-annually.

A.3

FIRMS PLACED AT NEW ADDRESS (1982 3RD QUARTER): **

	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	33	28	20	38	32	23	-28
2. Apr. - May - June	28	34	34	38	34	25	-26
3. July - Aug. - Sept.	39	33	38	41	182	22	-88 ***
4. Oct. - Nov. - Dec.	<u>30</u>	<u>31</u>	<u>49</u>	<u>42</u>	<u>30</u>	—	
TOTAL	130	126	141	159	278	70	

* Percentage Change with Respect to Same Period of the Previous Year.

** The department records information on new and expanded industries. Such information is obtained from real estate brokers, banks, lawyers, accountants and developers as well as the department's own location service activities with new or expanded industries.

*** Excluding the openings at Lime Ridge Mall would result in an increase in plant locations of about 5% from 21 to 22.

To date, the department has been directly involved in at least 55% of the cases referred to above.

A.4

COMPANY INQUIRIES STILL OUTSTANDING (1982 3RD QUARTER):

	<u>1981</u>	<u>1982</u>
1. January - February - March	72	223
2. April - May - June	89	185
3. July - August - September	83	52
4. October - November - December	<u>73</u>	<u> </u>
TOTAL	317	460

TOTAL OUTSTANDING: 777

Inquiries are considered outstanding as long as the company demonstrates continuing interest in expansion or relocation. In some cases, the finding of a suitable property meeting all the company's requirements (rail, cranes, size, services, etc.) can take several years. This Department maintains records of the company's needs and when a property comes on the market, it is matched to the company's requirements. Client's plans are also subject to continuous change reflecting the company's feel for the market.

A.5

COMPANY INQUIRIES WITHDRAWN (1982 3RD QUARTER):

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
1. January - February - March	9	11	25	32	61
2. April - May - June	14	16	16	8	16
3. July - August - September	17	20	13	15	50
4. October - November - December	<u>14</u>	<u>14</u>	<u>20</u>	<u>7</u>	—
TOTAL	54	61	74	62	127

Interpretation

The above are inquiries that have been withdrawn for such reasons as the following:

	<u>1980 TOTAL</u>	<u>1981 TOTAL</u>	<u>1982 YR.D</u>
1. Decided To Expand On Their Existing Property	8	4	45
2. Were Unable To Raise Additional Financing	6	8	5
3. Renewed Lease On Existing Facilities	6	6	7
4. Looked Here But Went Elsewhere	7	12	13
5. Proposed New Business That Failed To Materialize	20	18	24
6. Abandoned Development Due To Economic Conditions	<u>27</u>	<u>14</u>	<u>33</u>
TOTAL	74	62	127

These classifications were established as a result of individual contacts and relevant notes are entered on the Confidential Inquiry Sheets.

A.6

COMPANIES LOST (1982 3RD QUARTER):

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
1. January - February - March	2	2	2	3	1
2. April - May - June	1	1	0	1	2
3. July - August - September	1	0	1	0	1
4. October - November - December	<u>1</u>	<u>2</u>	<u>1</u>	<u>0</u>	<u> </u>
TOTAL	5	5	4	4	4

1982 (3RD QUARTER):

<u>COMPANY</u>	<u>FROM</u>	<u>TO</u>	<u>EMPLOYEES</u>
Rosedale Transport (Q1)	Hamilton	Mississauga	20
Niad Ltd. (Q2)	Ancaster	Brantford	7
Weldwood of Canada (Q2)	Hamilton	Toronto	15
Zenon Environmental (Q3)	Hamilton	Burlington	25
TOTAL			<u>67</u>

A.7

FIRMS OR BRANCHES NEW TO THE REGION (1982 3RD. QUARTER CUMULATIVE): **

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>	
			1) Business	2) Realty
			3) Total	
1. Arzon Ltd. 80 Morley St. Hamilton, Ont (Q3)	Radiator parts (Manufacturing)	8	1) 2,600.00 2) --- 3) 2,600.00	
2. The Assoc. of Mentally Retarded 455 Cumberland Avenue Hamilton, Ont (Q3)	Retraining (Service)	10	1) 3,780.00 2) 6,300.00 3) 10,080.00	
3. Barn Produce McLellen & Up Wentworth Hamilton, Ont (Q3)	Retail grocery (Commercial)	70	1) 5,400.00 2) 9,000.00 3) 14,400.00	
4. Bell Communications Systems Inc. 438 Millen Road Stoney Creek (Q2)	Communication Systems (Service)	4	1) 2,520.00 2) --- 3) 2,520.00	
5. Canadian Fuel Savers 150 Chatham St Hamilton, Ont (Q3)	Insulation (Manufacturing)	0	1) 3,240.00 2) 5,400.00 3) 8,640.00	
6. Canal Electric 240 South Service Rd. Stoney Creek, Ont. (Q1)	Electrical Contractors (Service)	42	1) 3,240.00 2) --- 3) 3,240.00	
7. Car Audio Clinic Ltd. 110 Frid St. Hamilton, Ontario (Q2)	Sales, installation (Commercial)	2	1) 540.00 2) --- 3) 540.00	
8. Dominion Bridge 9 - 429 Dewitt Rd. Stoney Creek, Ont. (Q1)	Prefabrication (Manufacturing)	N/A	1) 1,024.00 2) --- 3) 1,024.00	
9. East-West Courier Ltd. 139 Cannon St. East Hamilton, Ontario (Q2)	Courier Services (Service)	5	1) 972.00 2) --- 3) 972.00	

10.	Fortinos Supermarket Mountain Ind. Park Hamilton, Ontario (Q2)	Warehousing/Distribution (Commercial)	15	1) 10,800.00 2) 18,000.00 3) 28,800.00
11.	Greenbelt Produce 1635 Main St. West Hamilton, Ontario (Q2)	Vegetable Market (Commercial)	30	1) 3,528.00 2) --- 3) 3,528.00
12.	Guardsman Equip Leasing 161 Brockley Drive Hamilton, Ontario (Q2)	Equipment Leasing (Commercial)	3	1) 1,728.00 2) --- 3) 1,728.00
13.	Hamilton Hydro Nebo and Rymal Rds. Hamilton, Ont (Q3)	Electric generation (Service)	0	1) 25,200.00 2) 42,000.00 3) 67,200.00
14.	J.F.B. Steels Ltd. 203 McNab St. S. Hamilton, Ont (Q3)	Steel Service (Commercial)	N/A	1) N/A 2) N/A 3) N/A
15.	Kenworth (Hamilton) Ltd. 5 - 505 Kenora Ave. Hamilton, Ont. (Q1)	Parts distribution (Commercial)	3	1) 1,008.00 2) --- 3) 1,008.00
16.	Libbey St. Clair (Div. of Domglas) 81 Lloyd Street Hamilton, Ontario(Q2)	Retail Sales (Commercial)	4	1) N/A 2) N/A 3) N/A
17.	Lumsden Bros. 181 Brockley Drive Hamilton, Ontario(Q2)	Grocers & Warehousing (Commercial)	10	1) 7,537.00 2) --- 3) 7,537.00
18.	M.C.H. Wood Products Margaret & Main Sts. Hamilton, Ont (Q3)	Wholesale lumber (Commercial)	2	1) 648.00 2) --- 3) 648.00
19.	MacLawn Spray Ltd. 17 Hillyard Street Hamilton, Ontario(Q2)	Lawn Care (Service)	5	1) 1,350.00 2) --- 3) 1,350.00
20.	Niagara Oxygen Ltd. 2 Commerce Court Stoney Creek, Ontario(Q2)	Gas Supplies (Manufacturing)	5	1) 1,440.00 2) 2,400.00 3) 3,840.00
21.	Occupational Health Care-A-Van 150 Mohawk Road Ancaster, Ontario(Q2)	Testing Labs (Service)	3	1) N/A 2) N/A 3) N/A

22.	The Old Fish Market 157 Main St. E. Hamilton, Ont. (Q1)	Restaurant (Service)	60	1) 2) 3)	1,800.00 --- 1,800.00
23.	Peter Van Egmond & Sons Ltd. 460 Parkdale Ave. N. Hamilton, Ont. (Q1)	Siding, eavesdropping, etc. (Manufacturing)	10	1) 2) 3)	4,800.00 --- 4,800.00
24.	The Printing House 111 King St. E. Hamilton, Ont (Q3)	Business Services (Service)	2	1) 2) 3)	250.00 --- 250.00
25.	Public Service Lighting 22 Head Street Dundas, Ont (Q3)	Lighting Specialists (Commercial)	0	1) 2) 3)	720.00 1,200.00 1,920.00
26.	Slats, Blinds Ltd. 720 Upper James St. Hamilton, Ont. (Q1)	Interior slats, blinds (Service)	3	1) 2) 3)	480.00 --- 480.00
27.	Surftex Canada (Div. of Hop Mac Inc.) 1036 King St. W. Hamilton, Ont. (Q1)	Conveyor belt cleaning equipment (Manufacturing)	3	1) 2) 3)	450.00 --- 450.00
28.	Tabco Enterprises Ltd. Box 6057, Stn. F. Hamilton, Ont (Q3)	Business Services (Service)	2	1) 2) 3)	360.00 --- 360.00
29.	Van Rijn Enterprises 10 - 429 Dewitt Rd. Stoney Creek, Ont. (Q1)	Heat retention systems (Manufacturing)	6	1) 2) 3)	1,024.00 --- 1,024.00
TOTAL NEW BUSINESS TAXES			310	1)	86,439.00
TOTAL NEW REALTY TAXES				2)	84,300.00
TOTAL NEW TAXES				3)	170,739.00

* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

** The department records the impact of a new business locating in existing premises by indicating new job creation as well as business taxes and realty taxes where increased assessment occurs.

To date, the department has not been able to come up with a statistically reliable method of reporting bankruptcies and job loss thereto.

A.8

FIRMS NEWLY FORMED (1982 3RD. QUARTER CUMULATIVE): **

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>	
			1) Business 2) Realty 3) <u>Total</u>	
1. Benros Import Mountain Ind. Park Hamilton, Ontario(Q2)	Wicker & Ratan (Commercial)	3	1) 720.00 2) --- 3) 720.00	
2. Capricorn Int'l. Machine Sales 208-B Arvin Ave. Stoney Creek, Ont. (Q1)	Sale of metal working machines (Service)	2	1) 1,080.00 2) --- 3) 1,080.00	
3. Chase Battery Specialists 35 D Burford Road Hamilton, Ontario.(Q2)	Wholesale Batteries (Commercial)	3	1) 972.00 2) --- 3) 972.00	
4. Chester's 60 King St. E. Hamilton, Ont. (Q1)	Restaurant	8	1) 720.00 2) --- 3) 720.00	
5. Genn Equestrian Farm Dickenson & Nebo Rds Glanbrook, Ont (Q3)	Recreation centre (Commercial)	12	1) N/A 2) N/A 3) N/A	
6. Lynfield Rubber Ltd. Mountain Ind. Park Hamilton, Ontario.(Q2)	Rubber Linings (Manufacturing)	5	1) 1,440.00 2) --- 3) 1,440.00	
7. Maxwell's 165 Jackson St. E. Hamilton, Ont. (Q1)	Restaurant	20	1) 720.00 2) 1,200.00 3) 1,920.00	
8. M.E.P. Canada Ltd. 429 Dewitt Rd. Stoney Creek, Ont (Q3)	Construction Machinery (Manufacturing)	9	1) 1,800.00 2) --- 3) 1,800.00	
9. Rick's Autobody 139 Cannon St. E. Hamilton, Ont (Q3)	Automotive Repair (Commercial)	4	1) 1,080.00 2) --- 3) 1,080.00	

10.	Thistle Knitwear 146 Hatton Dr. Ancaster, Ont (Q3)	Knitted goods (Commercial)	4	1) 2) 3)	N/A N/A N/A
11.	Toth Welding & Fabricating R.R. #3 Mount Hope, Ontario (Q2)	Welding Services (Manufacturing)	N/A <hr/>	1) 2) 3)	180.00 --- <hr/> 180.00
	TOTAL NEW BUSINESS TAXES		70	1)	8,712.00
	TOTAL NEW REALTY TAXES			2)	1,200.00
	TOTAL NEW TAXES			3)	9,912.00

* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

** The department records the impact of a new business locating in existing premises by indicating new job creation as well as business taxes and realty taxes where increased assessment occurs.

Reliable statistics on bankruptcies and job losses are difficult to report inclusively, however Statistics Canada figures are shown in the attached schedule.

A.9

INTERNAL MOVES (1982 3RD QUARTER CUMULATIVE):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>ADDITIONAL EMPLOYEES</u>	<u>TAXES \$*</u>	
			1)Business 2)Realty 3) <u>Total</u>	
1. A.D.T. Security Systems Suite 212 8 Main St. East Hamilton, Ontario (Q2)	Security Systems (Service)	5	1) 1,080.00 2) --- 3) 1,080.00	
2. ABSO Blue Print Ltd. 64 Head Street Dundas, Ontario(Q2)	Blue Print Machines (Service)	3	1) 828.00 2) --- 3) 828.00	
3. Advance Welding 470 Arvin Ave. Stoney Creek, Ont. (Q1)	Welding & fabricating (Manufacturing)	0	1) 6,000.00 2) 3,600.00 3) 9,600.00	
4. Aerloc Industries Ltd. 64 Head St. Dundas, Ont. (Q1)	Window manufacturing (Manufacturing)	3	1) 3,600.00 2) --- 3) 3,600.00	
5. Albert & Harvie Ltd. Mountain Ind. Park Hamilton, Ontario(Q2)	Pumbing & Heating (Service)	0	1) 720.00 2) --- 3) 720.00	
6. Cable 8 Ltd. 150 Dundurn St. S. Hamilton, Ont. (Q1)	Community Programming (Service)	0	1) 3,014.00 2) --- 3) 3,014.00	
7. Chipman Inc. 2 - 332 Jones Rd. Stoney Creek, Ont. (Q1)	Chemical sales (Service)	1	1) 900.00 2) --- 3) 900.00	
8. The Flooring Warehouse Mountain Ind. Park Hamilton, Ontario(Q2)	Contract Services (Service)	12	1) 7,200.00 2) --- 3) 7,200.00	
9. H.T. Productions 332 Jones Road Stoney Creek, Ont (Q3)	Graphic Arts (Manufacturing)	1	1) 900.00 2) --- 3) 900.00	

10.	Industrial Patterns & Models 272 Sherman Ave. N. Hamilton, Ontario(Q2)	Inudstrial Patterns (Manufacturing)	0	1) 2) 3)	1,080.00 --- 1,080.00
11.	Kulka Distributors 701 Main St. E. Hamilton, Ont. (Q1)	Non-asbestos fabrics (Manufacturing)	0	1) 2) 3)	1,508.00 --- 1,508.00
12.	W. Martens Inc. 403 Dewitt Road Stoney Creek, Ont (Q3)	Machine Servicing (Commercial)	0	1) 2) 3)	1,375.00 2,292.00 3,667.00
13.	Mobile Cartage & Distribution Ltd. 89 Glow St. Hamilton, Ont. (Q1)	Warehousing and distribution (Service)	3	1) 2) 3)	4,800.00 1,800.00 4,800.00
14.	Overland Western Ltd. 560 Seaman St. Stoney Creek, Ont. (Q1)	Warehousing and distribution (Service)	15	1) 2) 3)	7,680.00 2,880.00 7,680.00
15.	Star Ornamental Ltd. 12 Commerce Court Stoney Creek, Ontario(Q2)	Ornamental Iron (Manufacturing)	5	1) 2) 3)	1,908.00 3,180.00 5,088.00
16.	Touch of Brass 5 - 580 Dundas St. W. Waterdown, Ont. (Q1)	Restorations and supplies (Service)	2	1) 2) 3)	1,080.00 --- 1,080.00
17.	Trendsetter Sales 332 Jones Rd. Stoney Creek, Ont. (Q1)	Tupperware sales (Service)	0	1) 2) 3)	1,800.00 --- <u>1,800.00</u>
	TOTAL NEW BUSINESS TAXES		50	1)	45,473.00
	TOTAL NEW REALTY TAXES			2)	13,752.00
	TOTAL NEW TAXES			3)	59,225.00

* Taxes shown above reflect only those taxes applicable to activity generated within the current quarter. These are not necessarily new taxes and therefore are not considered in the summary

A.10

NEW SPECULATIVE CONSTRUCTION (1982 3RD QUARTER CUMULATIVE):

<u>COMPANY</u>	<u>LOCATION</u>	APPROXIMATE <u>NEW TAXES\$*</u>
		1)Business 2)Realty 3) <u>Total</u>
1. B.M.S. Construction Ltd. 1547 Garnet Avenue Mississauga, Ont. (Q2)	Mountain Ind. Park	1) --- 2) 8,400.00 3) 8,400.00
1. Empire Developments 120 Bunker Hill DR. Hamilton, Ont (Q3)	3 Commerce Court Stoney Creek	1) --- 2) 3,180.00 3) <u>3,180.00</u>
TOTAL NEW BUSINESS TAXES		1) ---
TOTAL NEW REALTY TAXES		2) 11,580.00
TOTAL NEW TAXES		3) 11,580.00

* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

A.11

MAJOR EXPANSIONS-(OVER \$100,000.00) (1982 3RD QUARTER CUMULATIVE)

1.	<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>	
				1) Business	2) Realty
				3) <u>Total</u>	
1.	Ancaster Aluminum Prod. 609 Trinity Road Ancaster, Ont (Q3)	Aluminum forms (Manufacturing)	4	1) 2,592.00 2) --- 3) 2,592.00	
2.	W. R. Barnes Ltd. P. O. Box 250 Parkside Dr. Waterdown, Ont. (Q1)	Refractory Products	4	1) 2,520.00 2) 1,412.00 3) 4,032.00	
3.	Domtar Chemicals 725 Strathearne Ave. N. Hamilton, Ont. (Q1)	Chemicals	N/A	1) N/A 2) N/A 3) N/A	
4.	Edson Packaging Machinery 1308 Rymal Road Hamilton, Ont (Q3)	Packaging (Manufacturing)	12	1) 3,060.00 2) 5,100.00 3) 8,160.00	
5.	Firestone Canada Ltd. 1575 Burlington St. East Hamilton, Ontario(Q2)	Rubber Products (Manufacturing)	300	1) 12,906.00 2) 21,510.00 3) 34,416.00	
6.	Hess Concrete Stone Machinery Mountain Ind. Park(Q2)	Moulds/Machinery (Manufacturing)	N/A	1) 3,600.00 2) 6,000 00 3) 9,600.00	
7.	Industrial Lighting Box 117 Waterdown, Ont (Q3)	Specialty Lighting (Commercial)	0	1) 1,296.00 2) 2,160.00 3) 3,456.00	
8.	Magic Pantry Foods Burford & Grays Rds Hamilton, Ont (Q3)	Food processing (Manufacturing)	60	1) 7,416.00 2) --- 3) 7,416.00	
9.	Ontario Hydro 2549 Barton St. E. Hamilton, Ont (Q3)	Hydro generation (Service)	0	1) 360.00 2) 600.00 3) 960.00	

10.	Seaway Terminals Inc. Pier 14, Wentworth St. Hamilton, Ont (Q3)	Warehousing (Commercial)	N/A	1)	N/A
				2)	N/A
				3)	N/A
11.	E. D. Smith & Sons No. 8 Hwy. Winona, Ontario (Q2)	Produce (Manufacturing)	N/A	1)	4,680.00
				2)	7,800.00
			<hr/>	3)	<u>12,480.00</u>
	TOTAL NEW BUSINESS TAXES		380	1)	38,430.00
	TOTAL NEW REALTY TAXES			2)	44,582.00
	TOTAL NEW TAXES			3)	83,012.00

* New taxes, shown above reflect only those taxes applicable to activity generated within the current quarter.

A.12

SUMMARY OF FIRMS PLACED (1982 3RD QUARTER):

	<u>NUMBER</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
Firms New to the Region	10	94	106,098.00
Firms Newly Formed	4	29	2,880.00
Internal Moves	2	1	
Speculative Construction	1	N/A	3,180.00
Major Expansions	<u>6</u>	<u>76</u>	<u>22,584.00</u>
TOTAL	23	200	134,742.00

A.13

SUMMARY OF FIRMS PLACED BY MUNICIPALITY (1982 3RD QUARTER):

	<u>1ST QUARTER</u>	<u>2ND QUARTER</u>	<u>3RD QUARTER</u>	<u>4TH QUARTER</u>	<u>TOTAL</u>
Ancaster		1	2		3
Dundas	1	1	1		3
Flamborough	2		1		3
Glanbrook		1	1		2
Hamilton	12	18	14		44
Stoney Creek	<u>8</u>	<u>4</u>	<u>4</u>		<u>16</u>
TOTAL	23	25	23		71

A.14

DOLLAR VALUE OF BUILDING PERMITS
ISSUED BY QUARTER FOR 1982

	1980 TOTAL \$ VALUE	1981 TOTAL \$ VALUE	1982 TOTAL \$ VALUE	1982 IND. & COMM. VALUE	1981 IND. & COMM. %	1982 IND. & COMM.
<u>ANCASTER</u>						
1st Quarter	2,281,251	1,558,700	1,764,300	NIL	9.42	N/A
2nd Quarter	4,196,536	4,820,944	4,102,050	22,000	3.09	.54
3rd Quarter	3,492,600	3,031,670	1,120,800	117,000	10.04	10.44
4th Quarter	2,022,126	1,710,970			7.34	
	<u>11,992,513</u>	<u>11,122,284</u>	<u>6,987,150</u>	<u>139,000</u>	<u>6.53</u>	<u>1.99</u>
<u>DUNDAS</u>						
1st Quarter	369,251	990,873	458,437	20,717	.51	4.52
2nd Quarter	640,070	1,727,698	1,833,044	911,689	2.98	49.74
3rd Quarter	418,755	1,226,454	3,038,471	95,000	7.68	3.13
4th Quarter	281,457	832,029			19.90	
	<u>1,709,533</u>	<u>4,777,054</u>	<u>5,329,952</u>	<u>1,027,407</u>	<u>6.62</u>	<u>19.28</u>
<u>FLAMBOROUGH</u>						
1st Quarter	517,450	1,612,462	717,475	261,700	16.26	36.48
2nd Quarter	1,677,266	5,003,030	2,422,318	143,200	4.31	5.91
3rd Quarter	2,990,069	2,300,694	2,125,040	434,000	9.33	20.42
4th Quarter	2,202,218	1,921,150			38.96	
	<u>7,387,003</u>	<u>10,837,336</u>	<u>5,264,833</u>	<u>838,900</u>	<u>13.29</u>	<u>15.93</u>
<u>GLANBROOK</u>						
1st Quarter	542,718	403,400	201,575	NIL	23.00	N/A
2nd Quarter	1,456,743	684,180	1,179,500	118,000	9.43	10.00
3rd Quarter	1,069,622	393,250	575,000	41,500	10.43	7.22
4th Quarter	178,820	430,800			6.73	
	<u>3,247,903</u>	<u>1,911,630</u>	<u>1,956,075</u>	<u>159,500</u>	<u>11.89</u>	<u>8.15</u>

DOLLAR VALUE OF BUILDING PERMITS
ISSUED BY QUARTER FOR 1982 (Cont'd.)

	1980 TOTAL \$ VALUE	1981 TOTAL \$ VALUE	1982 TOTAL \$ VALUE	1982 IND. & COMM. VALUE	1981 IND. & COMM. %	1982 IND. & COMM. %
<u>HAMILTON</u>						
1st Quarter	22,418,260	25,353,105	25,118,637	19,194,971	51.23	76.42
2nd Quarter	42,631,813	33,408,938	27,128,808	15,757,582	55.71	58.09
3rd Quarter	24,913,994	27,744,565	26,664,222	13,383,265	73.78	50.19
4th Quarter	29,786,166	26,226,719			77.69	
	<u>119,750,233</u>	<u>112,733,327</u>	<u>78,910,667</u>	<u>48,335,818</u>	<u>64.26</u>	<u>61.25</u>
<u>STONEY CREEK</u>						
1st Quarter	2,671,900	3,979,900	2,312,150	100,000	6.60	4.32
2nd Quarter	6,076,840	14,911,950	5,949,500	703,200	9.92	11.82
3rd Quarter	6,957,850	6,630,850	4,070,600	249,000	46.46	6.12
4th Quarter	7,033,050	7,601,790			7.32	
	<u>22,739,640</u>	<u>33,132,990</u>	<u>12,332,250</u>	<u>1,052,200</u>	<u>16.23</u>	<u>8.53</u>
<u>REGIONAL TOTALS</u>						
1st Quarter	28,800,830	33,898,440	30,572,574	19,577,388	40.59	64.04
2nd Quarter	56,679,268	60,556,740	42,615,220	17,655,671	33.97	41.43
3rd Quarter	39,842,890	41,327,483	37,594,133	14,319,765	58.57	38.09
4th Quarter	41,503,837	35,884,268			60.50	
	<u>166,826,825</u>	<u>200,143,831</u>	<u>100,781,927</u>	<u>51,552,824</u>	<u>40.24</u>	<u>51.15</u>

(B) CONVENTIONS AND TOURISM

CONVENTIONS

During the month of August Hamilton-Wentworth Convention Services attended the following conferences/marketplaces/trade shows.

Institute of Association Executives - Toronto - August 5 - 10, 1982

450 Association Executives representing 300 + Canadian Associations were in attendance.

The conference comprised of a series of seminars attended by our staff.

A marketplace hosted by the Ministry of Tourism and Recreation gave us the opportunity to discuss with the delegates the importance of convening a future conference in Hamilton-Wentworth. We gave away a picnic basket based on the theme "Picnic In Ontario." The basket was made up of items donated by Andres Wines, Links Delicatessen, The Barn and complimentary admissions from all the area attractions. The basket was won by Mr. William McNeill, Graphic Arts Association of Canada.

The delegates were brought to our Hamilton Convention Centre for an evening that was the highlight of the convention. Staff for the Region aided in loading and unloading passenger guests and coordinating the audio-visual presentation.

American Society of Association Executives, Chicago - August 12 - 18, 1982

Partners : Hamilton Convention Centre McMaster University - Royal Connaught Hotel - Hamilton-Wentworth Convention Services. 4,800 delegates attended this conference/marketplace.

The Canadian Government Office of Tourism co-ordinated a Canada Section in the Marketplace. Hamilton-Wentworth was assigned two 8 x 10 booths with 100 sellers from Canada.

The marketplace was in operation for 3 days giving our representatives the opportunity to talk to the delegates on a one to one basis explaining why they should consider Hamilton-Wentworth as a future meeting site.

There was a great deal of enthusiasm in our steel sculpture prize won by Mr. Alfred S. Ercolano, Director, College of American Pathologists. From the business cards collected we have since completed an extensive mailing of further information on Hamilton-Wentworth.

Toronto Sales Calls

35 associations were contacted.

<u>Confirmed Conventions</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>
	3	5	2

10 conferences representing 1,400 delegates totalling \$465,500.00

<u>Leads Forwarded to</u>	<u>Hotels</u>	<u>MacMaster University</u>
-	3	1

4 conferences representing 250 delegates totalling \$100,000.00

Received four letters of thanks for assistance rendered.

THE GOOD NEWS LINE

The Good News Line is a five minute taped message of all the events going on in Hamilton-Wentworth. Over 8,500 calls have been received on the line this year - or 42,500 minutes of information supplied to both visitors and residents. To keep up-to-date on what's happening in Hamilton-Wentworth, call the Good News Line at 522-7772.

REDCOATS

Three years ago, a group of 17 interested private sector representatives were brought together to discuss marketing plans and cooperative sales team efforts with our Regional Visitor and Convention Services.

The group has been called the Redcoats, standing for Regional Economic Development Convention Organizations, Attractions and Tourism Supporters.

Meetings are held as required and average 7-8 a year with approximately 30-35 members in attendance. Cooperative efforts and marketing support has increased 100% since the inception of this group.

The number of people who now participate has dramatically increased allowing for more one to one contact and additional lead generation for the tourism and convention sectors.

Members of the Redcoats come from accomodation, attraction, convention, dining, transportation and annual event sectors.

TOURISM/MOTORCOACH

Our four tourist booths were once again in operation this year. Despite a drop in visitors throughout most Ontario locations this summer, Hamilton-Wentworth had an increase in tourists registering at our booths of 2.5%.

<u>Booth</u>	<u>1982</u>	<u>1981</u>	
Royal Botanical Gardens	29,938	25,035	
African Lion Safari	12,818	13,402	
Confederation Park	6,267	8,199	
*Downtown Hamilton Gore Park	<u>4,777</u>	<u>5,861</u>	
	53,800	52,497	+ 2.5%

*Last year this booth was located at Clappison's Corners.

London Free Press Travel Show - London, Ontario, September 24 - 26, 1982

This consumer show was a huge success with 16,429 people attending. Tremendous interest in Hamilton-Wentworth at this show. A draw for "Win a Weekend in Hamilton-Wentworth" was held and was won by Mr. & Mrs. Don Lacey (London, Ontario).

Canadian Government Office of Tourism Travel Show - September 28-30, 1982

This was the Winter Product Launch - Syracuse, Rochester and Buffalo, N. Y. Exclusively travel trade show - approximately 500 attending.

Lake Front Trailways Bus System - Familiarization Tour

Mr. Allen Kinney, President, Lake Front Trailways Bus System, Cleveland, visited Hamilton-Wentworth August 7-8, 1982. Through the co-operation of the Region's accommodation, restaurant and attraction sectors, Mr. Kinney was given an opportunity to see our area firsthand. The area participants were :

Whitehern
Canadian Football Hall of Fame
Hamilton Military Museum
Flamboro Downs
African Lion Safari
Royal Connaught Hotel
The Ancaster Old Mill

Art Gallery of Hamilton
Dundurn Castle
Royal Botanical Gardens
Wentworth Heritage Village
Cap'n Bob's Boat Tour
The Plainsman
The Gown and Gavel

(C) WENTWORTH HERITAGE VILLAGE

Summary:

Despite continuing cool, wet weather, doubled tour group volume offset declining general admission, and the Village attendance continued better than 1981. Meanwhile significant increases in grant revenues allowed the initiation of major capital improvements.

1. Administration

Grant approvals in this quarter included the Ontario Employment Initiatives Programme for \$83,850. to hire unemployed persons to undertake renovations in Village land and buildings, 15 jobs to December 31; and the National Museums of Canada Upgrading Equipment Assistance Programme for \$19,500 to install museum-quality environmental controls and security in the new Potts Building. This brings total grants revenues to date to over \$189,000 in 1982, a substantial improvement over all previous years.

While the Ontario Attractions Monitor indicated that Niagara-Midwest Ontario attractions' attendance declined by 11% in September, the Village continued a 15% increase over 1981, due to a 92% increase in the number of visitors on tours, which offset a 16% decrease in the number of general admission visitors. Cash receipts rose by 33% over 1981. A Visitor Origins Survey in August indicated that U.S. visitors had declined from 15% in 1981 to 9% in 1982, but that Regional visitation (32%) and immediate surrounding regions (27%) remained high, with an increase in Toronto area visitors to 11%.

The Village's first Operations Manual was produced and distributed to staff and Board members.

2. Capital

A new materials and equipment storage shed was completed. Much work was done on the Potts Building and the D'Aubigny Inn Drive Shed. Materials from both the Smith barn and the French lumber shed (two recent donations) were brought to the Village for future restoration. An addition to the Toll House was undertaken. The upper floor of the Dry Goods Store was plastered, the roofs of the two cabooses tarred, the floor of the Native House replaced. The chimneys in the Boot, Shoe & Harness Shop and the Lockhart House were made functional, as was the Lockhart chimney.

The major acquisition of the quarter was the complete equipment from an industrial blacksmith shop dating from 1890 to the early years of this century, donated by Brown Boggs of Hamilton. The Village received its first tax deductibility certificate from the Cultural Property Board, for another industrial donation, the Hat Block Shop.

Two student cataloguers under an Experience '82 grant brought cataloguing up to date. The housekeepers undertook to develop a security checklist of artifacts in buildings.

Insulation and ultra-violet filters were installed in the Dry Goods Store. A major renovation project on the TH&B Locomotive was begun.

3. Programmes

The formerly unused second floor of the Dry Goods Store was furnished as the living quarters of a seamstress similar to one who actually did live in the store, c. 1897. The stoves from the Native House were distributed throughout Village displays, to make room for the renovation of the House into a Reserve home of the early 19th Century. The Boot, Shoe & Harness Shop was made operational for demonstrations by putting screens on hinges, making the stove and chimney functional, and adding replicas for demonstrations. Wattling replaced chicken wire in the Lockhart Barn, which is being restored as a functioning barn of the 1840's.

Wentworth Heritage Village is "fast becoming known for its innovative and animated programming which draws new audiences to the Village annually," wrote the September newsletter of the Ontario Historical Society's Museum Section. A total of 61 tour groups during the quarter included a new market, some 20 day camp groups. A Summer Canada grant allowed three students to offer some 213 child/days in the Children's Programme, a most successful venture. Over 750 school kits went to 11 school boards via their couriers, and 112 teachers attended Teachers' Weekend. An advanced spinning course drew 10 students and a Living History Drama course a similar group, culminating in the performance of a scripted play enacting a day in the life of the seamstress living above the Dry Goods Store, on July 1, with the aid of a Canada Day Grant. Two staff members attended the Ontario Museum Association conference in Peterborough, and two interpretation courses were given to volunteers and staff.

Friends of the Village adopted a formal structure, with a constitution, annual dues, and an elected executive. Displays outside the Village were mounted at Cambridge, Hamilton and Grimsby, while costumed interpreters demonstrated at Cambridge, Milton, Waterloo, Hamilton, London (Ont.), Syracuse, Buffalo, Rochester, and at the African Lion Safari. Toronto subways carried an ad for the Village's guidebook.

Three outstanding posters were added to the Gift Shop Inventory, as well as to the publicity material. An Advertising Effectiveness Survey in August indicated that the largest number, 27%, had come to the Village because of the brochures in the racks, justifying the commitment to their distribution this year; while the next most important elements were return visits (20%), drive-by (18%) and word-of-mouth (9%), all indicating a reasonably high level of satisfaction with those who have visited the Village or discover it in the community. Newspapers were the most effective paid ads, radio the least, indicating a need for concentrating radio spots.

Steam Day was the most successful Special Event, drawing 737 visitors. About a dozen craftsmen participated in Crafts Day, and some 25 (up from 17) in Collectors' Days, although the Sotheby's clinic offered on that day was less successful. The pump-making demonstration by the Curator of Agricultural Technology from the National Museum of Science and Technology was popular, and resulted in a tamarack pump for the Village. Canada Day, supported by a July 1 grant, was also popular. The Harvest Festival, although improved from last year's event, drew a smaller crowd this year. The Village maintained a heightened level of activity throughout the summer months.

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